

Nick Scharf

Potential Targets

			Project Growth 5/22/95		ability to do some VAR subcontractors			
			Q1	Q2	Q3	Q4	Total	
Projects Completed								
Medium			10	20	40	80	150	
Small			0	20	50	100	170	
Add-on			10	20	40	40	110	
Installed base- medium			10	30	70	150		
Installed base- small			0	20	70	170		
medium in ops			35% installed base	3.5	10.5	24.5	52.5	
number vars			20% small projects	0	4	10	20	
Revenue:								
Medium			1,172,348	2,344,697	4,689,394	9,378,788	17,585,227	
Small			-	211,174	527,936	1,055,871	1,794,981	
Add-on			<u>Pct in ops</u> rev/mon	189,583	379,167	758,333	758,333	2,085,417
Maintenance & Operations			60% \$ 6,000	108,000	324,000	756,000	1,620,000	2,808,000
Total revenue				1,469,932	3,259,038	6,731,663	12,812,992	24,273,625

ability to do  
some VAR  
subcontractors

Staffing at Start of Quarter		5/22/95				
		Q1	Q2	Q3	Q4	
<b>Project Teams:</b>						
Production Manager		2.2	5.1	10.5	19.7	
Analyst		4.0	9.7	20.3	36.6	
Human Interface Designer		3.3	6.7	13.3	26.7	
Engineer		8.4	16.8	33.7	63.4	
Total		17.9	38.3	77.8	146.3	
<b>Operations :</b>						
Director		1	1	1	1	
System Administrators		4	5	7	7	
Administrative support	10% sys ad	0	1	1	1	
<b>Maintenance and tools support</b>						
Director		1	1	1	1	
Engineers	10% installed base	0	1	2	5	
Administrative support	20% engineers	0.1	0.2	0.5	1.1	
<b>Production Services Management</b>						
Vice President		1	1	1	1	
Directors	20% proj mgrs	0	1	2	4	
Administrative support	30% p/s mgmt	0	0	1	1	
<b>Sales and marketing</b>						
VP		1	1	1	1	
Customer representatives	10% med projects	2	2	4	8	
Technical support reps	50% dir. + var reps	1.4	1.4	3	6	
Var channel representatives	20% vars	1	1	2	4	
Product marketing		2	2	2	2	
Administrative support	10% sales heads	1	1	1	2	
Total staff excluding G&A		34.2	57.3	107.4	191.5	
<b>G&amp;A</b>						
COO		1	1	1	1	
Controller		1	1	1	1	
Accounting Staff	5% total staff	2	3	5	10	
Recruiter		1	1	1	1	
Administrative support		2	2	2	2	
Total staff		41.0	65.2	117.8	206.1	

Current Staff vs Target					In- Place	Acting	Consultants	Total	Q1 Target
5/22/95									
Project Teams:									
Production Manager		Meikle, Pat, Kevin, Ottavia			3		1	4	2
Analyst									4
Human Interface Designer		Marty, Sarah			2			2	3
Engineer		Dan, Georgios, Chris, Claude, John, Marion, Daniel, Norm			5	3		8	8
Operations :									
Director		Don			1			1	1
System Administrators		Frank, Kevin			2			2	4
Administrative support									0
Maintenance and tools support									
Director									1
Engineers									0
Administrative support									0
Production Services Management									
Vice President		Nick				1		1	1
Directors									0
Administrative support									0
Sales and marketing									
VP		Bruce			1			1	1
Customer representatives		Cyndy			1			1	2
Technical support reps									1
Var channel representatives		John			1			1	1
Product marketing		Dia, Rob			2			2	2
Administrative support		Darryl			1			1	1
G&A									
COO									1
Controller		Mary			1			1	1
Recruiter		Patty					1	1	2
Accounting Staff		Dean			1			1	2
Administrative support		Victoria, Molly, Cynthia			3			3	2
Engineering									
VP		Edy			1			1	
Engineers		Will, Dillip, Tom, Brian, Harry			5			5	
Telesales		Darlene, Patti			2			2	
Other		Brewster, David, Deanna			3			3	
					35	4	2	41	42

**P&L Forecast-- Production Services Only**

**5/22/95**

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<b>Revenue:</b>							
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Small		-	211,174	527,936	1,055,871	1,794,981	
Add-on		189,583	379,167	758,333	758,333	2,085,417	
Maintenance & Operations		108,000	324,000	756,000	1,620,000	2,808,000	
Total revenue		1,469,932	3,259,038	6,731,663	12,812,992	24,273,625	
Salaries		1,812,474	2,349,280	3,705,606	5,885,660	13,753,020	57%
Fringe benefits	18.0%	326,245	422,870	667,009	1,059,419	2,475,544	10%
Commissions	4.0%	58,797	130,362	269,267	512,520	970,945	4%
Recruiting	5,000	69,754	190,819	453,788	895,461	1,609,821	7%
Facility		39,620	63,046	113,930	199,394	415,990	2%
Other	25%	453,118	587,320	926,401	1,471,415	3,438,255	14%
		2,760,008	3,743,696	6,136,001	10,023,869	22,663,575	93%
Pretax profit (loss)		(1,290,076)	(484,658)	595,661	2,789,123	1,610,050	7%
Square feet		26,413	42,031	75,954	132,929		
<b>Facility assumptions:</b>							
Ft/person	\$/mo/ft - full srv						
215	\$ 1.50						